



OFFICIAL RESPONSES TO VENDOR QUESTIONS RFP-2018-DPHS-07-MEDIC

No.	Question	Answer
1.	Section 1.3, page 5: Please clarify the dates pertaining to an extension of contracted services. The RFP identifies extensions for up to three (3) additional years. Does full extension of the contract relate to a potential completion of the grant on August 31, 2021 which includes sixty (60) days of SFY 2022?	Yes. All contract years will follow the grant years.
2.	Section 3.2.2.1 through 3.2.2.8: What is the amount of funding available to support the scope of services identified in these sections?	\$81,000 each contract year pending available funds.
3.	Section 3.2.2.1 through 3.2.2.8: How will the available funding be allocated to each element identified in the listing of the Scope of Services over time? Is the listing of the Scope of Services relevant to only the first contract period from the date of contract award to August 31, 2018 or is the Scope of Services intended to form the work plan for the full potential of the contract, potentially through August 31, 2021?	<p>This scope of services will cover the first contract year as well as any extension years. There will be a new focus if the contract is extended past the first year. The focus for the first year is outlined more specifically in 3.2.5.</p> <p>The listing of the Scope of Services in 3.2.2.1 through 3.2.2.8 is relevant to all contract years. The specific target for year 1 is outlined in 3.2.5.</p>



No.	Question	Answer
4.	<p>Section 3.2.4:</p> <p>Will the needs assessment performed by the RHPCS be completed prior to the awarding of a contract? Will this needs assessment limit the Scope of Services to a subset of those listed in Section 3.2.2.1 – 3.2.2.8?</p>	<p>The needs assessment for the current year of services has already been completed and is reflected in items 3.2.5. A new needs assessment will be completed for any potential 3-year contract extension.</p> <p>Focus for future potential contracts will be selected from the Revenue Cycle Management items as listed in Section 3.2.2.1 through 3.2.2.8.</p>
5.	<p>Section 3.2.5:</p> <p>What is the elapsed time following the awarding of a contract that is available to the Contractor before making recommendations for process improvements in baseline denial rates? It is understood that once process improvements are recommended, changes in eligible hospital practices will be evaluated after six months.</p> <p>Is the making of recommendations for process improvements and the evaluation of changes made contained in a single contract year or will this activity span multiple contract years, that is, in a time period after August 31, 2018?</p>	<p>The elapsed time following the awarding of the contract to the recommendations period for process improvements for baseline denial rates would be expected within 6 months. Once these recommendations are made, as stated, there will be a six month post-recommendation follow-up period. This will not allow the vendor to complete the evaluation in the first contract year, but flexibility will be given due to a delayed contracting process.</p> <p>This evaluation is expected to blend into the second contract year due to a delayed contracting process, but the recommendations should be made within the contract year and will be expected within 6 months of the contract effective date.</p>



6.	<p>Section 7.2.2.8:</p> <p>What is the “entire contract period” to which a subcontractor must be obligated? Is it the first contract period from date of Governor and Executive Council contract approval to August 31, 2018 or is it for the potential full duration of the grant period and multiple years?</p>	<p>The “entire contract period” is from Governor and Executive Council approval through August 31, 2018. The subcontractor is not being asked to commit to the extension at this time.</p> <p>The contract may be renewed for additional years contingent upon satisfactory vendor performance, continued funding and Governor and Executive Council approval.</p>
7.	<p>Appendix D:</p> <p>When will a budget spreadsheet indicating the allocation of funding over at least the first two fiscal periods (SFY18 and 60 days of SFY 19) be distributed to Bidders?</p>	<p>The budget sheets have been sent to vendors who have submitted a letter of intent. Budget sheets are available in an Excel format upon request.</p>
8.	<p>Appendix F:</p> <p>Are the performance measures listed in Appendix F to be addressed in the required monthly and annual reporting by the contractor or are these performance measures tracked by the RHPCS?</p>	<p>The performance measures listed in Appendix F need to be addressed by the contractor in the monthly and annual reporting to RHPCS. RHPCS will need this information from the Contractor to track for the funder.</p>
9.	<p>Appendix F:</p> <p>What is the timeframe for 50% of the participating CAHs to demonstrate an improvement in at least one financial indicator? Is there an acceptable minimum change in performance?</p>	<p>The timeframe for 50% of the participating CAHs to demonstrate improvement in at least one financial indicator is the 6 month follow-up. It is expected that if baseline denial rates change due to process improvements recommended by the vendors, that a change in financial indicators will be detectable. There is no minimum requirement for “improvement” except that the financial indicator shows movement in a positive direction.</p>